

ATCOST Structures put pace into industrial building

The Daily Telegraph

BROOKS LEAD THE INDUSTRY IN UNIT VENTILATION

No. 5/8229. LONDON, THURSDAY, NOVEMBER 4, 1971.

DEARER POST AND FEWER DELIVERIES Less for more' deals cuts 25,000 jobs

ROLAND CRIBBEN, Business Correspondent MORE expensive—and less efficient—postal service will result from a privatisation outlined last night by the Post Office... About 25,000 jobs will disappear.

WHAT TO RUN COMMERCIAL RADIO

SEAN DAY-LEWIS Radio Correspondent THE Government's Sound Broadcasting Bill, published yesterday, confirms commercial radio will be subject to almost the same controls as television.

Bill should become law in the next Parliament... The proposals for letter rates involve a 12 per cent increase on first-class letters above 4oz...

MINISTRY FOR SMALL FIRMS

Mr Davies, Secretary for Industry, announced Commons yesterday that in appointing a Minister in charge of small firms...

REDIAL SCARE Derby Cathedral was to be the public last night among cancelled after an anonymous caller said a bomb was planted...

Party rows loom over 'fair rents'

By H. B. BOYNE Political Correspondent THE Housing Finance Bill, published yesterday, will be second only to the Common Market legislation as a battleground of bitter party controversy this session.

The Bill shows that the Government is standing firm on its policy of phasing out subsidies in favour of 'fair rents' coupled with needed rebates for council and private tenants alike.

MORE STATE AID FOR 'LAME DUCK' SHIPBUILDERS

By Our City Staff MORE State aid for 'lame duck' shipbuilders was announced yesterday by the Government...

MINISTERS DINE AT No. 10

By Our Political Correspondent The Prime Minister held at 10 Downing Street last night the first of a series of working dinners for fellow-ministers...

'HANDSHAKE' MEN CALLED BACK

Men who volunteered two months ago for redundancy at the Perkins Group diesel engine plant, Peterborough, and were given 'golden handshakes'...

INDEX TO OTHER PAGES

Table with 2 columns: Page, Content (Home News, Foreign News, Arts Notices, etc.)



Not everyone was on strike yesterday at Heathrow where these ground stewardesses were still on duty at the BEA check-in desks.

1,000 Ulster police reserves get arms

By NIGEL WADE and JOHN EVANS in Belfast THE 1,000-man Ulster reserve police force was given permission yesterday by Mr Faulkner, Northern Ireland Prime Minister...

WARNING OF BLOODSHED IN ENGLAND

By Our Parliamentary Staff MORE bloodshed in the battle against Ulster terrorists... The Minister, who was opening the resumed debate on the Address...

200 TROOPS IN RAIDS ON BELFAST HOMES

More than 200 troops raided about 200 homes in the Oldpark and Ardoyne areas of Belfast yesterday and seized 19 men. Ten others were arrested elsewhere.

LATE NEWS

Phone: 01-333 4242 Classified Advertisements 01-583 3339

Furious Wilson rounds on party 'mud-slingers'

By ROWLAND SUMMERSCALES, Political Staff MR WILSON, Opposition leader, castigated the 'intellectual arrogance' of some Labour MPs last night and complained bitterly that certain of the party's Front Bench spokesmen had not come to his defence when 'mud, filthy mud' had been thrown at him.

HEATHROW PLEA GOES TO CARR

By Our Industrial Staff UNION chiefs last night called on Mr Carr, Secretary for Employment, to intervene in the three-day unofficial strike over baggage handling which has brought chaos to Heathrow Airport.

CHANNEL FERRY STRIKE ENDS

By Our Industrial Staff British Rail's cross-Channel ferries at Dover and Folkestone will resume this morning following yesterday's decision by seamen to end their four-day unofficial strike.

BIG WALL ST. RISE

By Our New York Staff Share prices rose sharply on Wall Street yesterday in the stock market's biggest gain since midsummer.

Today's Weather

GENERAL SITUATION: Anticyclone persists over France whilst trough affects N. areas...

BRITAIN ANNEXES ROCKALL

By ADRIAN BERRY Political Staff THE Government took action yesterday to enlarge what remains of the British Empire by 5,500 square feet.

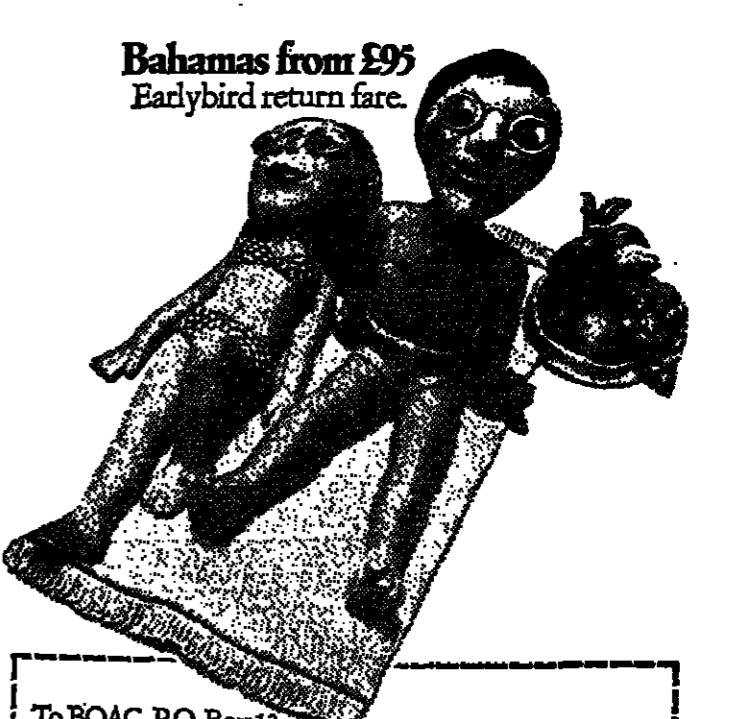
Natural gas deposits

Two years ago, the Navy formally planted the Union Jack on Rockall. Then came reports that the island, which is nothing more than a submarine peak protruding from the sea, might be the site of huge natural gas deposits.

MONSIEUR SILENCE

By Our Staff President Pompidou is to appoint a senior official to co-ordinate efforts to reduce noise in France.

Go away with an Earthshrinker.



To BOAC, P.O. Box 13, London SW1. Please send details of BOAC Earthshrinkers to Bahamas. Name Address

السنة الأولى



Stress corrosion test on Al-Zn-Mg alloy.

TI research and tailor-made aluminium

TI advanced engineering in action! A series of investigations at the Chalfont Technological Centre of The British Aluminium Co Ltd in Buckinghamshire is concerned with matching the properties of aluminium to customers' needs. Two aspects of the work, described here, illustrate the advanced technology necessary in 'tailoring' aluminium.

Optimisation of cast structure

For materials scheduled for a critical application, there is need for control over cast structure since the pattern of segregation and grain size distribution set up by the casting process can persist through to the final fabricated product.

Semi-continuous casting is standard practice in the industry and, unless the melt is inoculated or grain-refined to produce a fine-grained or equiaxed structure, the process has an inherent tendency to grow massive columnar crystals.

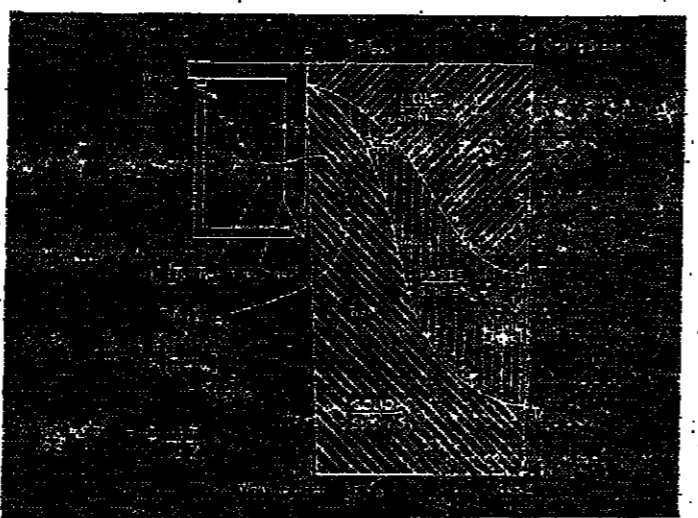
In the casting operation, the surface of the cast material is heavily chilled within a water-cooled casting die. This forms a shell containing liquid metal which is subsequently frozen by direct impingement of the cooling medium onto this solidified skin. The rate of heat extraction controls both the solute segregation and the size and distribution of second phase precipitate particles.

Studies of the mechanisms underlying this process have been undertaken in the laboratory and on pilot scale and have called for the application of a wide range of disciplines.

The elucidation of the heat-transfer mechanism involved physicists and mathematicians, and the use of mathematical models and computer techniques. The design of casting equipment and associated water cooling devices called for highly skilled engineers and the application of water modelling; and studies into the effect of variation in casting parameters on metallurgical structure demanded a full range of metallurgical expertise.

This approach to semi-continuous casting has made possible better control of the essential structural features in the casting. This in turn has led to the development of products with improved surface appearance after etching or anodising, and to the improved control of the forming quality of the metal in customers' processes.

Mathematical model for simulating billet casting.



Experimental casting facility at British Aluminium's Technological Centre.

Al-Zn-Mg alloys

Alloys of the Al-Zn-Mg system are becoming increasingly recognised as valuable general engineering materials. The medium strength alloys, with proof strengths up to 30 tons/sq in, are readily weldable and have pronounced natural age hardening characteristics. However, if produced without careful compositional or production control, they may be susceptible to stress corrosion cracking. The Technological Centre of British Aluminium has contributed extensively over a number of years to basic research in this field. Using mainly optical and electron microscope techniques, studies have led to a good understanding of the hardening mechanism and the effect of variation in composition or processing schedule on structure and properties.

In one particular application, the research provided the basis for development of a material for air-transportable military bridges. This had the necessary weldability and age-hardening

characteristics but with freedom from stress corrosion in both the welded and unwelded conditions.

The work has now been extended to the production of alloys for engineering applications in the civil field.

The progressive development of these Al-Zn-Mg alloys shows how the application of basic materials science can help to eliminate weak points in otherwise attractive materials—once again 'tailoring' properties to meet user requirements.

This challenging work is just one example of the many types of fundamental and applied research undertaken throughout TI—a £300 million group of over 100 companies producing both industrial and consumer goods.

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- 1970 Coventry Gauge
- 1970 Crane Packing
- 1971 Raleigh Industries



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DT8

LKS AGREED ON VING COST LINK PAY DEALS

By JOHN RICHARDS, Industrial Staff

ON leaders and employers are to study a new form of wage deal—"the threshold deal"—which links pay rises directly to cost of living and helps to avoid the need of policy of pay restraint.

The essence of a threshold deal is that, to limit the immediate increase, a further increase is payable if the cost of living rises by a certain amount within a certain period.

ONS 'MAY E TOLD O MUCH'

By MICHAEL GREEN, Industrial Staff

WARNING against "opening the books" to company too far and ng information would strengthen the ing position of trade negotiators, was by Sir Reay Geddes, chairman, yester-

rally negotiators would in the present balance ining power their job is enough," he continued, ns foolhardy to volunuch in advance as to impossible. ay, who was addressing rial Society lunch in said that reliable in- n dispelled suspicion, had a right to informa- vided there were no al reasons against

ith the advent of the Relations Act and the Practice it was import- distinguish between in- about performance, what could be done to ings better, and in- a for negotiating pur-

is needs change s important in negotia- change the basis of it from the intellectu- nsatisfactory "power- confrontations"—which too frequently to argu- based on limited, but facts and analysis. law accepted the with- of information which benefit competitors, or customers with an un- commercial advantage. ame discretion is just es- ry in dealing with unions."

OYERS' RIGHT

l statement Industrial Relations Act s employers of more 30 to give employees an written statement. What ll disclose is subject to ns for which the Secre- Employment must seek ntary approval. oyers are also required unions information for rpose of collective bar- "This should be infor- "without which the e representatives would be aterial extent impeded ring on collective bar- and which would be in ce with good industrial practice.

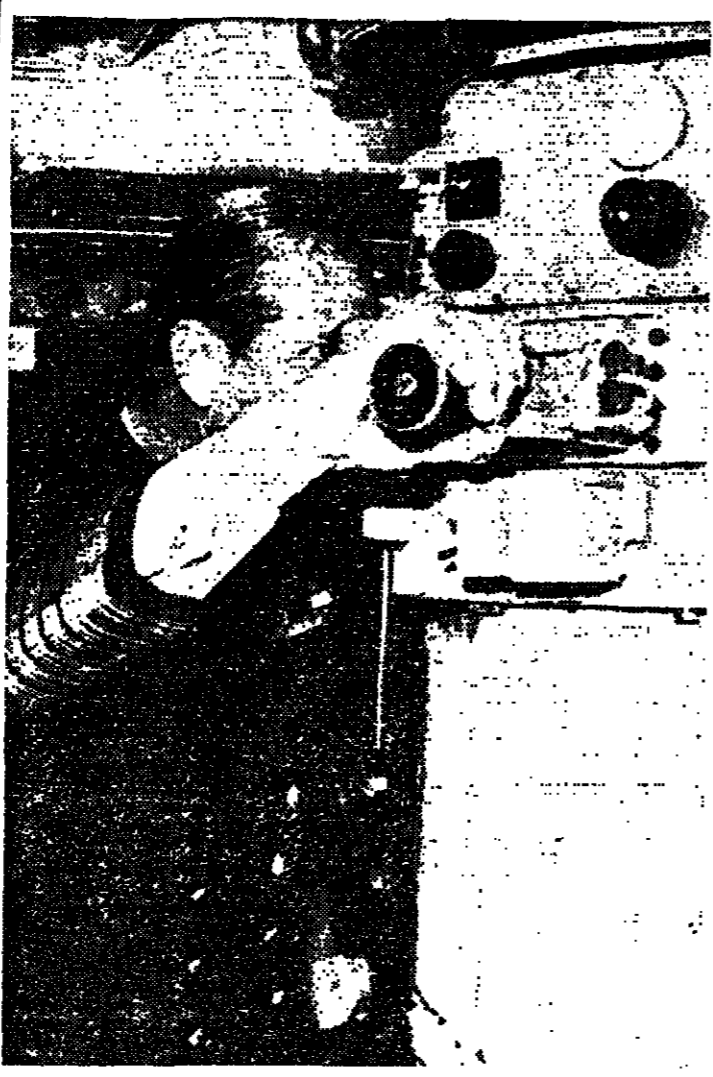
HE CHILDREN

E ON FARMS

y-four children died in idents in 1970, says a of Agriculture report y, published yesterday, pears with 17 in 1969 in 1968. tal of farm deaths last s 105, a drop of 10 on he Ministry says it is y concern to impress to work on farms where may be present that r care must be taken hat the legal require- the children's regula- re always strictly

1 Safety, Health, Welfare and Agriculture, Ministry of Agriculture, Fisheries and Forestry, Stationery Office, 1970.

EDAR WOOD
AFTER SHAVE
New glide-on bottle applies direct to face.
waste, more haste.
Talk 29p
After Shave 39p
With famous Cedar Wood fragrance. By Christopher Collins



Up: periscope! . . . Prince Philip taking a look at the surface when he spent a day at sea yesterday aboard the Royal Navy's fourth nuclear submarine Churchill, 3,500 tons, which he joined at Campbeltown, Argyllshire, Commissioned in July, 1970, the vessel carries advanced sonar equipment, able to detect at greater ranges than conventional submarines, and carries a crew of 13 officers and 90 men.

TUC fight against strike Bill dealt another blow

By JOHN RICHARDS, Industrial Staff

ANOTHER blow to the TUC's policy of mass de-registration under the Industrial Relations Act was struck yesterday by the General and Municipal Workers' Union.

At a policy-making conference it was decided to defer until at least next March a decision about coming off the provisional register.

With 800,000 members the union is the third largest in Britain.

By 352 votes to 40, delegates at the London conference adopted a 18-page executive report which put the case against de-registration.

Right tactics by TUC?

Afterwards, Lord Cooper, former TUC president and the union's general secretary, said: "It is a fair question to ask whether the TUC tactics are right. Are we going to weaken ourselves by de-registration? Might we not be stronger if we stayed registered?"

Lord Cooper added that the Municipal Workers regarded their rule book as sacrosanct and they would de-register if the Chief Registrar of Trade Unions and Employers' Organisations was to interfere with any of the union's rules.

Drive your competitors to bankruptcy and win £500.

The National Management Game simulates through a computer the problems, the risks, the decisions and their consequences that managements meet with in running a company. An added attraction this year is a £500 prize to the winning team.

There were almost 800 entries last year, and even more are expected this year, so if you'd like to enter send off the coupon below at once to make sure of a place.

The 3rd National Management Game is sponsored jointly by the Financial Times, The Institute of Chartered Accountants in England and Wales and ICL.

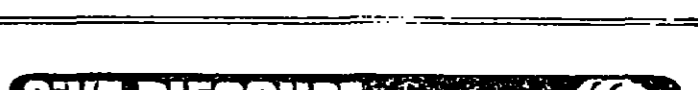
The entrance fee is £25; in some cases this may be recoverable from the appropriate Industry Training Board.

Entries should be submitted not later than Dec. 4 1971.

Send to: The Administrator, The National Management Game, ICL, Bridge House South, Putney Bridge, London S.W.6.

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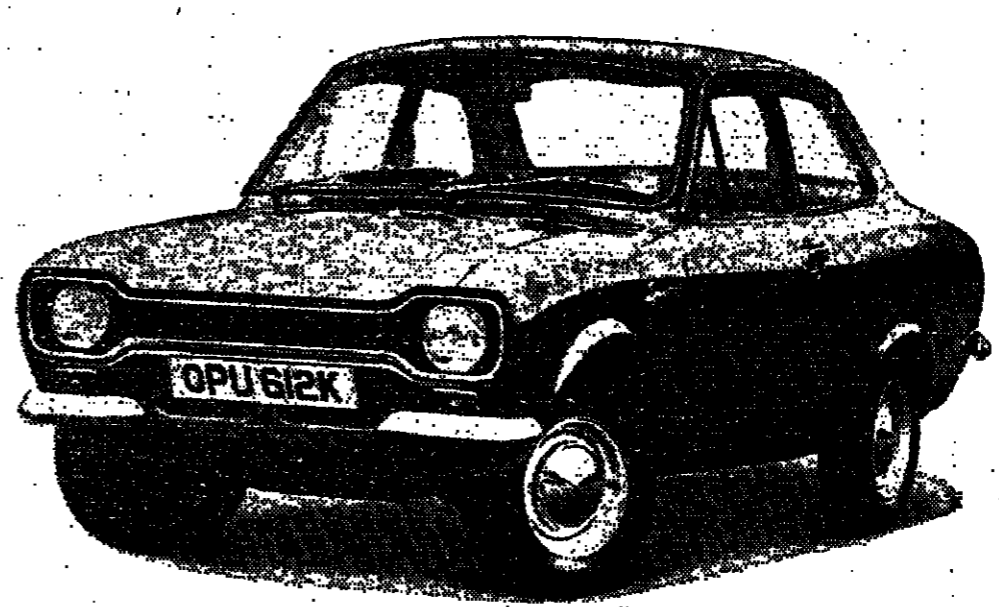
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The National Management Game 1972

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Encourage growth

Their adoption, however, would have the effect of introducing an incomes policy by stealth—one to which both unions and employers might be able to pledge themselves. The long-term aim would be to encourage growth, improve real wages and protect the stability of currency.

The concept was first advocated earlier this year in the TUC's Economic Review. Government reaction so far has been luke-warm, if not hostile.

Part of the present claim for 908,000 local government manual workers is a demand for an extra 20p a week for every one per cent the cost of living rises in excess of three per cent, above its level at the outset of the agreement.

This was rejected by the employers, and a similar demand on behalf of 220,000 Health Service workers has been turned down by the Department of Health and Social Security.

In an effort to counter anxiety about high unemployment, the Economic Development Council is to look at its next meeting at regional policy and, in the New Year, at questions of industrial investment and manpower resources.

City Comment—P19

Ex-Servicemen's conference

MOUNTBATTEN CRITICISES PENSIONS

The Government was criticised over war widows' pensions yesterday by Admiral of the Fleet Earl Mountbatten of Burma. "It is painful to sit here and realise we are not doing every Commonwealth country in the treatment of war widows," he told the British Commonwealth Ex-Services League conference in London.

"Why is it that year after year governments are so hard-hearted about it," he asked.

Mr Paul Dean, Joint Parliamentary Under-Secretary for Health and Social Services, told the conference that he was going to raise with Mr Barber, the Chancellor, the question of tax on war widows' pensions. It had been pointed out that Britain was the only country in the Commonwealth taxing these pensions.

TRAVEL TRADE WORKERS TO GET NEW UNION

A new union is to be founded to protect workers in the travel industry from "Dickensian conditions and appallingly low wages."

It is to be called the Union of Travel Trade Employees. The organisation is the brainchild of Mr Robert Corfe, 36, a language teacher and former travel courier, of Totteridge.

Mr Corfe said yesterday that junior workers in the travel industry needed security of employment, higher salaries and a national trading programme to keep them in touch with developments in the industry. He knew of foreigners who worked as travel clerks for as little as £8 a week.

TORY CHOICE

Sir George Young has been selected prospective Conservative Parliamentary candidate for the new Ealing-Acton constituency. Sir George, 50, is vice-chairman of the Greater London Council's Strategic Planning Committee.

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The Group of hospitals has recently become the focus for undergraduate medical teaching and clinical research and general new buildings...

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UNIVERSITY OF LIVERPOOL
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The post will involve active participation in research in the field of surgical oncology...

LETTER FROM AMERICA

Inheriting mother's taste for heroin

All the people whose jobs bring them into daily contact with grim reality of heroin addiction, with the most heart-breaking work must surely be the doctors and nurses in hospital wards delivering babies to heroin-addicted mothers. writes IAN BALL.



HERBLOCK " ... Now, when the cold air mass meets a hot trend, we have fog ... "

How to chat up a Bell telephone

Have been testing the latest invention by the laboratories at Holmdel, New Jersey, writes ANTHONY GUEST. It is the telephone you can talk to.

NEW YORK bachelors are among the best house-keepers we have ever met. They are shrewd shoppers, especially in the meat market, adept with mop and broom, and generally scorn female help with such matters as sewing repairs and ironing. Their flats are exquisitely decorated.

Electronic oracle of Syracuse

PERHAPS one of the most fascinating developments of the week was a grant of £16,000 to Syracuse University by the Esso Foundation to make PRINCE more widely available, writes ALEX FAULKNER.

Developed by two members of the faculty at Syracuse and an undergraduate student, this more advanced version of earlier ventures in the field startled everyone when it predicted Communist China's admission to the United Nations several weeks before President Nixon announced that he would seek it, and even further ahead of last week's vote in the General Assembly.

There is really nothing very mysterious about it. To play the game all you need is a stack of computer cards representing everything that is known about the problem to be tackled, together with estimates of how the various parties concerned will react. These are the advantages for political views, bureaucratic influences likely to be brought to bear by various Government departments, and similar intangibles. The computer weighs all these in the balance, and comes up with an answer.

While several members of a team can co-operate in setting up the input, their contributions become an individual challenge when they are fed into the machine. They do not play against each other. They play against the machine.

School gets over 1-under-the-8

THE 60 residents of Cliff Island, eight miles off the coast of Maine, are celebrating the solution of their gravest crisis since the colony was founded by Pilgrims towards the end of the 17th century.

Judge for a day

ONE of the greatest problems of the courts in the United States is to overcome the huge backlog of cases, and several methods of doing this are now being tried.

WORLD NEWS BACKGROUND

China upsets Russia's plans for Somalia

A MAJOR power struggle is developing between Russia and China in the Indian Ocean African State of Somalia, with Western nations very much out in the cold.

Soon after independence in 1960 the country's conservative civilian régime turned to Italy, the United States and West Germany for help in training its armed forces. But Somalia, at that point, laid claim more vigorously than she does today to part of Ethiopia, Kenya's Northern Frontier District and French Somalia.

As a counter-balance to Russian influence in that period there was considerable American aid, which totalled about £28,000,000 from 1954 to 1970. But America has now cut aid to Somalia for allowing ships flying her flag to trade with North Vietnam, North Korea and Cuba.

The West Germans spent some £2,500,000 training and equipping the police force but today their position is being eroded by the East Germans and Mogadishu, the only African capital with an Ambassador from both countries. The third Western country of consequence is Italy, which has traditionally balanced Somalia's chronic budget deficit, and today she remains an important economic position, but her political importance is muted. The coup d'état on Oct. 21, 1969, which brought Maj.-Gen. Mohammed Seyid Barre and his Supreme Revolutionary Council to power was certainly Russian-supported if not actually encouraged.

By A SPECIAL CORRESPONDENT

But despite Russia's strong ties with Somalia's military men, and the fact that some 700 Somalis are now in Russia undergoing various types of political training, Moscow's position appears to have weakened, while that of Peking has been considerably strengthened. As long ago as 1963 China offered Somalia £7,500,000 worth of development aid. But the civilian Governments were wary of Peking's motives and anxious not to offend the West. On the other hand Gen. Seyid, who has done much to stamp out the corruption, nepotism and tribalism which characterised previous Governments, clearly sees China as a valuable friend. Peking is to finance and construct a 600-mile road link from Belet Uen to the north-west of Mogadishu to Burao in the extreme north, through a long-term interest-free loan. The Government believes the project, which will provide the first all-weather route linking the country's main agricultural areas, will cost about £26 million, but some sources say the final bill may be over £50 million.

Negotiations are far from complete on the terms of the loan but it is likely that Somalia will have to take consumer goods from China in large quantities. China has pulled off an even greater psychological coup in Somalia's northern town of Hargeisa. This is a town which, during the drought, almost died of thirst. It is in former British Somalia and for years the colonial Government tried to find a permanent water supply in the area, as did the United Nations and Somalia Geological Department. They all failed. But now the Chinese have discovered permanent water only 10 miles from the city and they are to build a £2,500,000 supply system.

The language of Belgian politics

BELGIUM'S general election next Sunday will take the form of a referendum on whether the "moderate" Government of Social Christians (Catholics) and Socialists, who claim to have largely settled the old drawn-out Flemish-Walloon language disputes, should continue in office.

The polling is generally expected to ratify the far-reaching constitutional reforms pushed through Parliament last summer. These complex reforms turned the centralised State into a "regionalised Belgium" based on four "linguistic regions": Flanders, Walloon, the bilingual Brussels area which is predominantly French-speaking enclave in Flanders just north of the language border, and, finally, a small group of Germans living in the eastern district near the German border.

It seemed that only secondary problems remained to be solved before the end of the four-year legislature—in May, 1972. But last month the Walloon Socialists became restive and accused the powerful Flemish wing of the Social Christians of not intending to fulfil their promises under the constitutional compromise solutions. The Social Christians, in turn, accused the Socialists of deliberately provoking a Cabinet crisis in the hope of winning the ensuing snap elections and, on becoming the country's strongest single party, snatching from them the leadership of any future Government.

When the electoral campaign got off to an unenthusiastic start "language extremists" in both camps saw to it that the ghost of the "language war" surged again to the fore. But this time it was not a Flemish-Walloon clash. The struggle was on between a hard core of Brussels French-speaking politicians and their militant followers, and Flemish Nationalists.

What looks like becoming a "battle of Brussels" will be fought in two stages: next Sunday, when the whole country votes, and on Nov. 21, when the 19 boroughs ("communes") that form Brussels will elect an urban council called "conseil d'agglomération," a new body created under the "regionalised" constitution. The Brussels French-speaking party, the "Francophones" Democratic Front, which won sweeping municipal majorities in the Brussels area during last year's local elections, accused the Flemings of wanting to "re-conquer Brussels for Flanders." The Flemish Nationalists—the problem of Belgium is that the Flemings have the feeling of forming a nation within a nation, while the French-speaking elements do not feel this—allege that the French-speaking elements in Brussels want to defend Brussels as a stronghold of French culture, hostile to anything Flemish, while retaining the privileged position of the capital in a country where Flemings outnumber the French-speaking section. The general forecast of the election results is that the present moderate coalition will survive under either a Social Christian or a Socialist Prime Minister. Polling shocks however can never be ruled out in Belgium. But observers likewise agree that both the P.F.D. and its Flemish counterpart, the militant "Volksunie," may become increasingly a problem for any Government. Almost everybody's ultimate hope in Belgium is that the Brussels-based multi-lingual international organisations—E.E.C. and Nato—will, in the long run, somehow help to take the edge off the "parochial" language feud, and thereby restore Belgian unity.

Meanwhile the East Germans are working hard to push the West Germans out and the North Koreans are indulging in their traditional African pastime of backing a local newspaper to get across the words of their "glorious leader" Kim Il Sung, training youth for mass gymnastics displays and taking Somalis off to their country for training which is heavily political. For Gen. Seyid, who has brought about many good reforms in the country since the coup, it is an increasingly difficult position. Chinese aid is highly desirable, but behind the scenes in the army and on his military Supreme Revolutionary Council he cannot afford to ignore Russian influence. To the Russians the port complex they built in the north at Berbera is an important strategic investment as a fueling point for their Indian Ocean fleet, and if they were to be pushed out of Somalia by the Chinese they would lose their only foothold on Africa's east coast.

SERGE NABOKOFF

Four of the world's most popular traffic wardens.



Some eighty or so aircraft converge on an airport during the rush hour. Quite a traffic problem. Air traffic controllers are the men who direct them along orderly lanes, onto safe approach paths down to the airport. They watch aircraft tracks on radar displays and keep in constant touch with the pilots. Until recently the best way to train an air traffic controller for his job was on the job. Ferranti were among the first to develop a simulator which could recreate the whole air traffic environment. Based on Ferranti FM1600 computers, they are at work or on order at London Heathrow, Copenhagen Kastrup, Rome Ciampino, Amsterdam Schiphol and the College of Air Traffic Control at Hurn, near Bournemouth. Look in on one of these simulators, and you will see trainees sitting at radar displays, watching aircraft responses and talking to pilots. An operator feeds the trainee's directions to the computer, and responds as a pilot would. The instructor can specify primary and secondary radars; introduce up to a hundred aircraft drawn from ten performance classes; vary wind and weather conditions. Taking all these into account, the computer calculates the position of each aircraft, and controls the radar displays accordingly. Instructor and trainee can simulate working in many types of air traffic conditions. That is why Ferranti simulators are often used to evaluate new control concepts and methods. In addition, operational Ferranti ATC

systems are in use at Prestwick in Scotland and at the London Air Traffic Control Centre. Ferranti are among the world leaders in simulation technology. Gun and missile control trainers, radar and sonar simulators, tactical and operational trainers—these are just a few of the Ferranti simulators now in use by the Royal Navy, the Department of Trade & Industry and many others. They permit rigorous training of officers and men, to high professional standards, without a ship at sea, an aircraft in the air, or a gun or missile in use. For the best in advanced technology applications, call in Ferranti.

FERRANTI ADVANCED TECHNOLOGY IN ACTION Ferranti Ltd, Hollinwood, Lancs. Tel: (061) 6812000

Overseas Christmas mail: last posting dates. Make a date. Includes an image of a person at a computer terminal.

GIVE YOURSELF SOOTHING RELIEF FROM RHEUMATISM PAIN OR ACID MUSCLES A FEW CAPSULES RALGEX

ANOTHER THE MOTOR AUTO CAR

صكرا عنة الامل

MENU of the MONTH

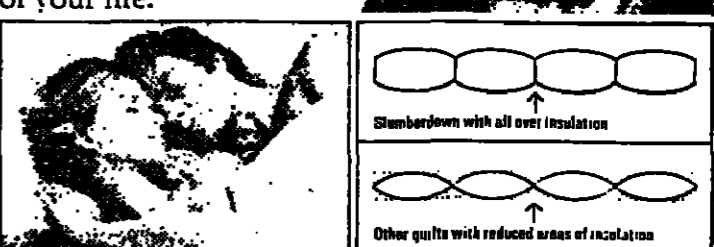
Making your Sunday lunch a money-saver



Picture: Peter Williams

Ever thought what it would be like never to make another bed?

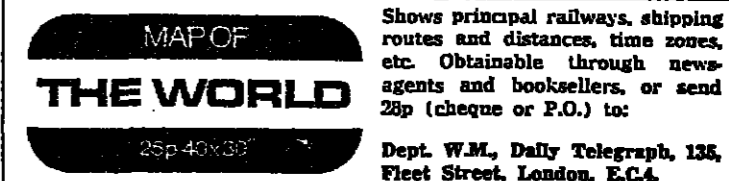
You needn't. Not when you have a Slumberland continental quilt. All you do is smooth out the bottom sheet, fluff up the pillows and swish up the Slumberland. It's all finished in a matter of seconds. But bedmaking isn't the only beauty of Slumberland. You'll also have the best night's sleep of your life.



It's so light and warm! Slumberland's exclusive design keeps you naturally warm all night by using your own body heat. So no hot or cold spots. And no fighting the bedclothes. Slumberland is as light as the down and feather it's filled with.

SLUMBERDOWN

We guarantee warmth. Please send me 3 FREE colour brochures with sizes, prices and fabric/coverings, patterns and colours. Plus details of my 14 days FREE TRIAL. I understand I have no obligation at all to buy. NAME: Mr/Ms/Miss (initials) ADDRESS: COUNTY: To: Sales Direct Ltd., Department 608, 9 Alva Street, Edinburgh EH2 4PL. Tel: 031-228 6041.



THE RECIPES

PUREE OF JERUSALEM ARTICHOKE

INGREDIENTS: 12oz peeled weight of steamed Jerusalem artichokes; 2 pints of milk or 1 pint milk and 1 pint stock; salt and pepper to season; 2ozs grated hard cheese, ideally Parmesan; 1oz butter; 1oz flour. METHOD: make a roux by dissolving the butter, working in the flour, and cooking for 2 to 3 minutes to cook out all possible flour-flavour. Then dilute the cooked roux gradually with the heated milk, or milk and stock, until you obtain a thin, smooth mixture. Thicken this to a soup/purée consistency by sieving in the steamed artichokes. Cook for 3 to 4 minutes over a gentle heat, stirring until well blended. Season with salt and pepper, and at the moment of service stir in 1oz of the

grated cheese. Serve the remaining 1oz of cheese in a separate bowl.

TONGUE WITH MUSHROOMS

INGREDIENTS: 1 small tongue, either well soaked or unsalted, which is preferable; 1 large onion; 1 bay leaf; 2 outside stalks of celery; a light seasoning of salt; 4 peppercorns; cold water; 1 1/2oz butter; 1 1/2 oz oil; 1 1/2oz flour; 1 flat dessertspoon French mustard; 1lb mushrooms; 2 small, chopped, pickled gherkins; 1/2 pint cider; optional 1/2 pint double cream. METHOD: skin tongue as described and place in a thick pan with onion, bay leaf, celery stalks, salt and peppercorns. Just cover with cold water. Bring water to the boil, skim off any foam which rises, reduce heat to a gentle simmer and cover. Cook until

tender at this very slow simmer. Two or three hours should be sufficient for a small tongue; but be sure that it is really tender without being stringy!

Heat the butter and oil together in a shallow pan, de-stalk but do not peel the mushrooms, and fry both mushrooms and their stalks briskly. Lift out with perforated spoon and shake surplus butter and oil back into the pan. To this add the finely-chopped gherkins, then work in the flour with the back of a wooden spoon and gradually thin down with the cider. Stir in the French mustard and the mushrooms with their stalks. Strain the tongue and place in a casserole. Measure the water in which it has been cooked and reduce it by simmering to a maximum 1 pint. Dilute the cider mixture with this reduced stock, pour sauce with mushrooms over tongue,

and place casserole in the oven at 250F (gas mark 3) under a lid for 1 1/2 hours, or until piping hot.

Then lift out the tongue, set on a heated dish, pour sauce and mushrooms overall and serve with plain, boiled potatoes. NOTE: To lift this dish to delicate heights, the sauce is "smoothed out" at the last with an addition of 1/2 pint thick double cream. GLACE CHERRY PUDDING INGREDIENTS: 5oz glacé cherries; 1 fruit malt loaf; 2ozs castor sugar; 3 1/4 oz milk; 1/4 oz rum; 6ozs sultanas; a little butter. METHOD: rub a 2lb pudding basin liberally with the butter. Place all the glacé cherries on the bottom and press them down firmly. Then cut crusts from the malt loaf and cut

bread into ordinary slices. Tear the slices up into smallish pieces, about six to a slice. Place one layer in the basin, sprinkle lightly with a little of the sugar and press down again. Mix the milk and rum together, then sprinkle a little on top of the first completed layer of bread. Put in some sultanas, cover with another layer of bread and sprinkle with sugar, press down and add more milk mixture. Repeat until all ingredients are used up, finishing with a layer of bread within a bare lin of the basin rim, moistening each layer as you go. Then press down vigorously, cover with butter papers and steam for 2 hours. Remove butter papers, put a loose cake base or plate over the top and add heavy weights for 3 to 4 minutes. Press these down, remove, un mould and serve with either custard or cream.

THE MENU

- Purée of Jerusalem Artichokes
Tongue with Mushrooms
Boiled Potatoes
Glacé Cherry Pudding

Soft, sophisticated Quant for spring



Raven print suit, here in navy with white pm dots, makes a great comeback look for spring in the Quant collection. This will cost £13-85 in the shops in January.

IN the most sophisticated and varied collection she has done for years, Mary Quant yesterday underlined (if it needs underlining) that among her clothes there are some to suit women of every age. The spring show nearly didn't happen. A temporary wall in the restaurant-showroom collapsed, hurting Miss Quant and her model girls straight across the room. Quant synthesises much of last week's Paris news, adds her own special soft and witty touch. This pioneer of the mini settles next spring's hemlines at 2-3in above the knee, bares backs, rolls up the legs of cotton gabardine trousers to half-mast like pirate pants. She revives crêpe-do-chine for printed town suits, loves slinky at-home outfits of crossover bodice, fluted sleeves, matching cuffed trousers—best in her favourite bright lime green. Batwing sleeves dramatise her knitwear, matelot collars abound, and there are no flowers. Instead, prints are stripes, dots and geometrics. Seersucker gets a great revival here, and with everything the girls wear bright two-coloured Quant shoes with 2in heels. SERENA SINCLAIR

Advertisement for National Westminster Bank featuring an illustration of a man and a woman in a garden. Text includes: "Perhaps she'd be happier if they had a joint account..." Money isn't everything. But it's a pound to a penny the rows that most often disturb the marital peace are about money. Especially if you're a dutiful housewife trying to squeeze an unexpected gas bill out of a reluctant housekeeping budget. Well, as in all things, two heads are better than one. What you need is a joint account. Joint responsibility for looking after your income and expenditure. After all, you're in it together, aren't you? Why not let us give you a bit of help? We're rather good at sorting out people's money problems. We've seen it all before. Being Britain's biggest bank (more than 3,500 branches) means we've had plenty of practice. And if you need a loan it's quite possible we can help. We've found that a joint account with NatWest can often do as good a job for marital harmony as the average marriage guidance council. And it's all so simple. Give us a few minutes of your time and we can fix it up. Of course, if you really want to be independent we can always organise separate accounts. But whatever you do, don't take it out on your spouse. Take it out on us. National Westminster Bank Simply there to help

ON VIVEUR

WE have come to the conclusion that our suggested menu for November should be drawn up with the plain fact in mind that we will all soon be facing Christmas expenditures and need to economise! What we really need are inexpensive recipes, and ones which are easily made, so that we can in our stock-piling of advance Christmas cookery. The menu is for a Sunday lunch which does not include a large and expensive roast; and it does mean freedom on Sunday morning because the pudding steams itself, the main course dish is a casserole and therefore can be reheated, and the soup can be made on Saturday.

For the soup we have chosen rée of Jerusalem Artichokes, these grow like weeds; they are very close to being the easiest vegetable we can buy, and yet they are appallingly neglected.

Then we have come up with a delicious dish of Tongue with Mushrooms and, by research through frustration, we at last discovered the way to get the skin off any tongue—easily! It is cooked in three stages: the first is simply a short cut to the easy removal of the skin which, up to now, has proved a problem for a great many of our readers. At the unsalted tongue into a tony bowl and cover completely with boiling water, leave for 15 to 20 minutes and then plunge into cold water. The skin comes off like wallpaper from a damp wall.

The second stage is to simmer the tongue until tender (after removing that skin), and the third stage is to assemble into a casserole, so that it can be reheated at will. The latest advantage of casserole cookery is the fact that casseroles improve with heating.

Moreover, we use cider in our cooking and not wine. Otherwise, you can economise by serving custard with the Glacé Cherry Pudding; but we would ask you to try and catch a point for a little bit of whipping cream, if double cream.

When it comes to the table, cider demands respect! So put a great big jug of it on to the table for everyone or, if you insist on drinking wine, accept that you will either have to fill all stock in the tongue casserole or else replace the 10fl oz of cider with a cooking wine.

Business Girl Beauty

For the business girl a dash of feminine elegance and charm is always admired, so your make-up should be light yet lightweight. Start the day wisely by nothing a film of tropical oil of Ulay over your complexion as a skin-softening and beautifying agent before you make up. This will ensure a perfect all-day finish throughout the working hours, besides protecting against the drying effects of weather and conditions that cause keratinisation (skin coarsening).

THESE PUZZLES ARE FOR PEOPLE YOU DON'T LIKE!

Small text advertisement for puzzles, mentioning 'The Daily Telegraph' and 'Puzzles for People You Don't Like'.

Table with columns: BRITISH FUNDS, Stock, Price, % change. Lists various investment funds and their performance.

Table with columns: BUILDING & ROADS, Stock, Price, % change. Lists shares in the construction industry.

Table with columns: CORPORATION STOCK, Stock, Price, % change. Lists shares in various corporations.

Table with columns: DOMINION STOCKS, Stock, Price, % change. Lists shares in Canadian companies.

Table with columns: FOREIGN STOCKS, Stock, Price, % change. Lists international shares.

Table with columns: DOLLAR STOCKS, Stock, Price, % change. Lists dollar-denominated shares.

Table with columns: BANKS, DISCOUNT, H.P., Stock, Price, % change. Lists shares in the banking sector.

Table with columns: FOOD & CATERING, Stock, Price, % change. Lists shares in the food industry.

Table with columns: BREWERIES, Stock, Price, % change. Lists shares in the brewing sector.

Table with columns: SHIPPING, Stock, Price, % change. Lists shares in shipping companies.

Table with columns: CHEMICALS & PLASTICS, Stock, Price, % change. Lists shares in chemical companies.

Table with columns: DRAPERY & STORES, Stock, Price, % change. Lists shares in retail companies.

Table with columns: INDUSTRIES, Stock, Price, % change. Lists various industrial shares.

Table with columns: ELECTRICAL & RADIO, Stock, Price, % change. Lists shares in electrical and radio companies.

Table with columns: MOTORS & AIRCRAFT, Stock, Price, % change. Lists shares in automotive and aviation companies.

Table with columns: PAPERS & PUBLISHERS, Stock, Price, % change. Lists shares in media companies.

Table with columns: MINING, Stock, Price, % change. Lists shares in mining companies.

Table with columns: PROPERTY, Stock, Price, % change. Lists shares in real estate companies.

Table with columns: INSURANCE, Stock, Price, % change. Lists shares in insurance companies.

Table with columns: SHOES & LEATHERS, Stock, Price, % change. Lists shares in footwear companies.

Table with columns: OIL SHARES, Stock, Price, % change. Lists shares in the oil industry.

Table with columns: TOBACCO, Stock, Price, % change. Lists shares in tobacco companies.

Table with columns: TV & CINEMAS, Stock, Price, % change. Lists shares in entertainment companies.

Table with columns: RECENT ISSUES, Stock, Price, % change. Lists newly issued shares.

LONDON STOCK EXCHANGE

Account: Nov. 1-Nov. 12. Pay Day: Nov. 23. Bargains Marked: 12,187. Rises: 755. Falls: 288. Unchanged: 1,049. Dollar Premium: 19 1/2 p.c. (- 1 1/2 p.c.)

Gilt-edged advance on hopes of Bank Rate cut today

ALTHOUGH the Chancellor's statement on economic prospects and the October gold reserve figures were bullish yesterday, the main reason for the notable rally in share prices was undoubtedly the general feeling of relief afforded by the overnight... leading industrialists attracted bargain hunting after Tuesday's setback and a ready recovery in market values was assisted by bear covering in the London Times Ordinary share index...

Leading industrialists attracted bargain hunting after Tuesday's setback and a ready recovery in market values was assisted by bear covering in the London Times Ordinary share index, more than recovered the ground lost on Tuesday and closed 8.7 up at 406.6... A flurry of speculative interest in Ready Mixed Concrete Ordinary, 7 up at 147p, and 8 1/2 p.c. convertible, 17 higher at 2134, was accompanied by suggestions of a possible takeover offer from Associated Portland Cement, Oils, and Wintners...

Market expectations of a possible battle for Doullon and Co. after the takeover offer from S. Pearson left Doullon shares 10 up at 87n, after 92 1/2p. Allied English Pottery, which will receive a bid from S. Pearson in the event of the success of the offer from Doullon and Co., eased back 3 to 14p. Ellis (Kensington) advanced 10 to 140p in the afternoon from Knitex Investments, which AB Matlowsers were 2 1/2 higher at 148p, pending the result of the approach from Giltspur Investments... Trust Houses Forte ended 10 higher at 144p, after 145p, on vague suggestions that Allied Breweries might be in the market for the shares...

Table with columns: 1971, Stock, Price, % change. Lists various stock prices and their percentage changes.

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F.T. STOCK INDICES, NOV. 3 1971

Indust. Ord. Index 406.0 +8.7 430.8 305.3. Govt. Secs. 78.80 +0.51 79.64 68.83. Gold Mines 43.7 -0.68 61.3 43.5. Fixed Int. 78.66 +0.12 79.37 69.58. Ord. Div. % 3.87 -0.12 5.26 3.55. Earnings Yd. % 6.05 -0.12 7.34 5.55.

forecasts left the shares of Kylix at 215p, Chloride Electrical rose 7 to 152p on the interim results, while other satisfactory company news items left Crabtree Electrical at 164p, and Whessoe, at 71p. Sprax Sarc improved further to 140p against a continued background of vague takeover suggestions... Insurances opened higher and, with further nervous offerings well absorbed, the market closed on a very firm note...

Steadier conditions on Wall Street proved a major influence in the oil share market. British Petroleum ended 15 up at 573p, Burmah 12 higher at 372p, Ultramar 16 to the good at 254p, and "Shell" 4 better at 348p... Although the volume of trade left much to be desired, the mining sections took on a steadier appearance. Kafiris recorded scattered gains, while diamonds were notable for strength in the Beers D.M. 8 better at 175p. De Beers closed at 85p after 85n, but Australians had dull spots in Western Mining, at 86n, Metramar, at 8p, and Whim Creek, at 105p.

Revived takeover gossip accompanied a strong advance in Dennis Motor Holdings and the shares jumped 18 to 96p. Bid speculators were also operating in Metropolitan Estate, 10 up at 175p, and Grand Junction, 6 better at 164p, the latter in anticipation of early moves in connection with the company's talks with Amalgamated Investment and Property... Suggestions that the company is about to announce a living-off operation in connection with its hotel interests left Odensee's 25 up at 203p, but a director of the company, talking to The Daily Telegraph last night, said that there are no plans for an early statement...

Tailpiece

MENTIONED here last week as a possible target of takeover bids, the shares of Johnson's F.P.L. jumped 14 to 55p in the market yesterday following the overnight bid from Hestair...

At the current level, Hestair are at a premium on the basis of offer price and it may be that another bidder will appear on the scene. One company which could take a hand in the situation is Edridge and Bostwick, which recently declared its intention of making acquisitions in the public and private sectors.

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Table with columns: FINANCIAL TRUSTS, Stock, Price, % change. Lists shares in financial trusts.

Table with columns: INVESTMENT TRUSTS, Stock, Price, % change. Lists shares in investment trusts.

Table with columns: PLANTATIONS, Stock, Price, % change. Lists shares in plantation companies.

Table with columns: TEXTILES, Stock, Price, % change. Lists shares in textile companies.

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COMPANY HIGHLIGHTS

Chloride Electrical races ahead

THE interim dividend from Chloride Electrical Storage is rising up a full two points to 7 p.c. Meanwhile, first-half pre-tax profits top the forecast made last month...

Jim's scrip

ONE-FOR-THREE scrip issue is made by the Kallen plan in a group. The new shares will rank for the interim dividend 10 p.c. (against 8 p.c.) now due...

and H switches tactics

LYVING had a proposed offer retracted by the Hales Properties and without any reasons being given. Land and House Properties is now going direct to the shareholders with its offer...

radiant profits record

HAS BEEN a record opening for Radiant International. The company's interim dividend is 10 p.c. (against 8 p.c.) now due...

THE two divisions most closely concerned with car sales earned higher profits while more troubled conditions in the car industry in particular meant an encouraging increase from the manufacturing division (textiles).

Question—Page 28

bid for UTC increased

ALKS between the boards and profit forecast from the United Transport Company have produced a higher and more detailed bid from the British Electric Traction Company for the ship-based haulage business. With UTC going for a rise in profits, after tax and minority, his time from £1,888,724 to about 2.3 million, the revised bid is 35 p.c. of £2,200,000...

Wessoe is back

ENGINEERING group Wessoe is joining interim dividends with 12 p.c. dividends. This follows continuation of the recovery with 1970-71 which has led to a first half pre-tax profit of £6,000, against a loss in the corresponding period of £124,000...

I Samuel seeks dollars

OTHER major British finance is going to be a major one for Hill Samuel Group, which hopes to issue later this year £20 million bonds due to net proceeds, which will be used to acquire additional capital in the company's bank subsidiary Hill Samuel and Co. The resulting case in the bank's capital base will enable it to expand its business, principally in the field of international banking. The bonds are quoted on the London Stock Exchange.

Expanded Metal rejected

THE expanded metal will be the then market price of shares, and backed up by a cost of higher profits than the market. The company is being rejected by Ash and Key, the market holder and performer. The offer is five Expanded Metal shares and 45 cash for every six shares and 45 cash for every six shares and 45 cash for every six shares...

W bid for THF denied

MARKET speculation that a new bid for the Trust House Forte has been rejected by the hotel and catering group. A spokesman at the London headquarters said: "There have been no offers to be made at the moment."

ACTUARIES INDICES

Table with 2 columns: Index Name, Value. Includes Group 164-94 (+2-80), 107-86 (+3-43), 174-98 (+3-57)

INVESTMENT & BUSINESS

DAILY TELEGRAPH CITY OFFICE 112 Queen Victoria Street, London EC4P 4BS Telephone 01-236 8925/9

Chrysler back to profit with £11m turnaround

By JOHN PETTY

AN £11 MILLION turnaround from a loss of £10.6 million to a pre-tax profit of £32,000 is shown today by Chrysler United Kingdom. The interim report, which covers the 12 months to July 31 because the company is adjusting its financial year to a Nov. 30 deadline, shows second-half trading profits of £2.75 million.

Profitability should go on increasing unless strikes upset the progress, says a joint statement by Lord Rootes, the chairman, and Mr Gilbert A. Hunt, the managing director and chief executive. And there's the rub. The once-a-week strikes by Coventry Toolroom men are now biting Chrysler's ability to meet the boom in orders. This has been going on since September and the pressure is on for an all-out strike.

Planners reject EMI scheme for giant HQ

By STELLA SHAMMOON

OUTLINE planning permission for a multi-million property development by EMI on the Gort Estate in London's Tottenham Court Road has been refused by the boroughs of Camden and Westminster. EMI is now taking "a lot of expensive advice" but will almost certainly appeal to the Ministry of the Environment.

T. Ward raising its capital

ENGINEERING group Thos. W. Ward is planning to split its £1 shares into 25p units and to restrict the growth of office floor space in central London. Yet, ironically EMI was successful in obtaining an office development permit from the Ministry of the Environment before lodging outline planning application with the local boroughs in July.

Small businesses on the way out

By ROLAND GRIBBEN

THE GOVERNMENT yesterday accepted some of the key recommendations made by the Bolton Committee after its 27-month inquiry into the industrial structure of Britain's small firms. The companies themselves gave it a broad if mixed welcome.



Mr John Cuckney, chairman of the Mersey Docks and Harbour Company—results so far not discouraging.

Interest payout likely from Mersey Docks

By RONALD CLARE

A NOTE of "cautious optimism" about the long-term prospects of the recently-formed Mersey Docks and Harbour Company was struck at the first general meeting in Liverpool yesterday by its chairman Mr John Cuckney.

Doulton finance director denies rift over bid

MR T. A. WRIGHT, finance director of pottery maker Doulton and Company, last night denied that there was a rift in the boardroom after the takeover approach from S. Pearson and Son.

Boris Marmor buys out Spey interests

THE BREAK-UP of the old Spey empire went forward another step yesterday with Mr Boris Marmor's Westminster Investments buying out the Spey interest in Spey Westmoreland Properties. At the same time, the board of Piccadilly Estate Hotels, which is controlled by Westminster subsidiary Northbarn Investments, said a bid could be on the way.

Elections

Resolutions proposing the election of Messrs J. P. Bingham, E. J. Guthrie, Geoffrey Heywood, G. L. Tilgson and J. V. Woolman as "B" directors were passed by overwhelming majorities on a show of hands.

America hopes for changes in EEC food policy

THE UNITED STATES is hopeful that once Britain is in the Common Market the very high support prices for beef, pork, poultry and dairy products in Europe will be revised, Mr Robert A. Brand, American Minister for Economic and Commercial Affairs, told a meeting of the European-African group in London last night.

Escalating claims

This is why Sir Frank Figueres himself is keen to let the idea of cost-related increases be tagged with the title of incomes policy.

The object of linking wage increases to the cost of living is to discourage union leaders from demanding increments which cover productivity benefits, plus compensation for recent cost-of-living increases, plus enough to cover expected further increases until the next negotiation, plus a little for luck.

Breathing space

Unaudited results so far, based on internal management accounts, were not discouraging, Mr Cuckney said yesterday. He said that the American dock strike was not helpful. He emphasised that he would not like it to be thought that the company's financial troubles were over.

Two freed of Lonrho charges

THE CHARGES against Lonrho South Africa's managing director, Mr S. C. Newman, and the financial manager, Mr M. L. Raath, were withdrawn yesterday.

WALL STREET Rally triggered by Phase Two

A LITTLE of the uncertainty over the post-freeze situation in the United States was lifted yesterday to provide Wall Street with a robust advance. The Dow Jones Industrial Average leapt seven points in the opening moments and then steadily improved throughout the day to close at 842.38, a gain of 14.60 points.

The Life Assurance Company

Advertisement for The Life Assurance Company, featuring the logo and text: "The Life Assurance Company. National Provident Institution. 48 Gracechurch Street, London EC3V 0BB. Telephone: 01-623 4200"

Hazards in linking pay with living costs

By CLIFFORD GERMAN, Deputy City Editor

LINKING WAGE INCREASES to the cost of living is not a universal panacea and any detailed study of the subject will reveal many practical difficulties. Sir Frank Figueres said as much after the National Economic Development Council meeting yesterday.

Fair profits from commercial radio

MR CHATAWAY'S latest proposals for commercial broadcasting appear to go to very great lengths to make sure that the station operators will make fair but by no means fabulous profits.

London Merchant Securities Limited

Table with 3 columns: Item, 1971, 1970. Includes Net profit attributable to the Company (£1,379,688 vs £1,319,719), Dividends (£882,719 vs £780,000), Issued capital (£11,827,280 vs £11,767,483), Net assets (£42,318,671 vs £20,807,890)

£2,000 = £20,000 immediately

when you trade in Commodities. Because the majority of Commodity Trading is undertaken against a 10% deposit. This clearly offers the investor the opportunity of making vast profits—some double their capital annually, others show gains of one thousand per cent in one transaction.

Advertisement for The Life Assurance Company, featuring the logo and text: "The Life Assurance Company. National Provident Institution. 48 Gracechurch Street, London EC3V 0BB. Telephone: 01-623 4200"

Berling below its cost at the close

Gold closed below its cost after a more active period as the rate of the pound fell to \$2.4833, a fall of 1/8p from the opening level. The sterling was little changed with all post-war low demand for the pound.

Overnight money in the inter-bank market traded at 4 1/4 p.c. for most of the day, rising in a few late deals to 5 1/4 p.c. Local authorities paid 4 1/4 p.c. for two-day money and 5 1/4 p.c. for two years' with a mutual option to break at a year.

The discount market was short by the afternoon and the authorities provided a large amount of help by buying Treasury bills from the houses. Rates started at 4 1/4 p.c. and remained patchy all day, with the close around 4 1/2 p.c. Some privilege money was needed. Main factor against the market was the banks' run-down balances brought forward.

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POUND AHEAD		OTHER MARKET RATES	
12.80-12.82	12.80-12.82	12.80-12.82	12.80-12.82
12.83-12.85	12.83-12.85	12.83-12.85	12.83-12.85
12.86-12.88	12.86-12.88	12.86-12.88	12.86-12.88
12.89-12.91	12.89-12.91	12.89-12.91	12.89-12.91

Gold market platinum es another tumble

MARKET platinum prices tumbled yesterday after a rise of about £20 an oz. to a range of £40 to £45 at the start of the week. This weakness largely reflects the fact that the price of silver is falling. The price of gold is also falling. The price of platinum is also falling. The price of palladium is also falling. The price of rhodium is also falling. The price of ruthenium is also falling. The price of iridium is also falling. The price of osmium is also falling. The price of cobalt is also falling. The price of nickel is also falling. The price of copper is also falling. The price of zinc is also falling. The price of lead is also falling. The price of tin is also falling. The price of aluminium is also falling. The price of iron is also falling. The price of steel is also falling. The price of titanium is also falling. The price of vanadium is also falling. The price of niobium is also falling. The price of tantalum is also falling. The price of tungsten is also falling. The price of molybdenum is also falling. The price of chromium is also falling. The price of manganese is also falling. The price of silicon is also falling. The price of boron is also falling. The price of selenium is also falling. The price of tellurium is also falling. The price of tellurium is also falling. The price of tellurium is also falling.

LONDON TEA AUCTIONS		LONDON GRAIN MARKETS	
12.80-12.82	12.80-12.82	12.80-12.82	12.80-12.82
12.83-12.85	12.83-12.85	12.83-12.85	12.83-12.85
12.86-12.88	12.86-12.88	12.86-12.88	12.86-12.88
12.89-12.91	12.89-12.91	12.89-12.91	12.89-12.91

UNIT TRUST PRICES		M. & G. GROUP	
12.80-12.82	12.80-12.82	12.80-12.82	12.80-12.82
12.83-12.85	12.83-12.85	12.83-12.85	12.83-12.85
12.86-12.88	12.86-12.88	12.86-12.88	12.86-12.88
12.89-12.91	12.89-12.91	12.89-12.91	12.89-12.91

RATES AND GENERAL INVESTMENTS LIMITED

Announcement of unaudited results for the half year ended 30th June, 1971

Profit before Taxation	174,778	155,905
Estimated Taxation	77,152	85,600
	97,626	88,305
Minority Interests	28,603	7,281
	69,023	75,596
Profit before Dividend	6,812	6,212
Preference Dividend	662,812	668,384

if Trust Company Limited has become a subsidiary of Rates and General Investments Limited and the profit has been consolidated at 30th June, 1971. The 1970 figures have been restated to be on a par with 1971 as nearly as a comparable basis with those of 1971.

Directors have declared an interim dividend on the stock in respect of the year ending 31st December, the rate of three per cent amounting as last year to 20p. The dividend will be paid in cash on 15th December 1971 to ordinary shareholders registered at the business on 7th December, 1971.

Company continues to prosper. The provisional figures for the six months ended 30th September, 1971 show a group profit of £55,928 as compared with £174,778 for the six months to 30th June, 1971. It is the present intention of the board to announce a final dividend at the rate of seven per cent on 30th September, 1971.

HOUSES FOR SALE

LONDON AND SUBURBS
 BANK HALL, S.W. 11. Three bedrooms, two bathrooms, central heating, gas, electricity, etc. £150,000.
 NEW GARDENS, N.W. 2. Four bedrooms, two bathrooms, central heating, gas, electricity, etc. £180,000.
COUNTRY AND SEASIDE
 SOUTH COAST. Two bedrooms, one bathroom, central heating, gas, electricity, etc. £120,000.
COUNTRY AND SEASIDE
 EAST SUSSEX. Four bedrooms, two bathrooms, central heating, gas, electricity, etc. £160,000.

BUSINESS PROPOSITIONS
 READERS are recommended to take appropriate professional advice before entering negotiations.
 HOW PROFITABLE IS YOUR BUSINESS?
 We have been described as "Turnover Men" and "Company Doctors" among other titles. Our experience and expertise in business management, particularly in the area of profitability, is unparalleled.

WLM MARKETING

Is your capital earning you over 40%?
 If not, does 40% profit interest you sufficiently to administer part time an exclusive marketing area, servicing retail outlets?
 If you have integrity and £500-£3,000 capital to invest, write for further details to Department D.T.E.4, 46 Maddox St. London, W.1. Tel: 01-493 5946-7

DIRECTORSHIP IN SPAIN

Life and work in Spain. A unique opportunity for those who wish to live and work in a beautiful country. We offer directorships in various companies in Spain, including hotels, restaurants, and service companies.

AGENCIES

EXCLUSIVE GENERAL REPRESENTATIVE FOR BRITAIN
 EUROPEAN BOON EDITOR OF "THE DISTRIBUTION CODES" PUBLISHED BY THE BRITISH BOOK AND JOURNAL TRADE ASSOCIATION.

HOUSES FOR SALE

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EXCLUSIVE GENERAL REPRESENTATIVE FOR BRITAIN
 EUROPEAN BOON EDITOR OF "THE DISTRIBUTION CODES" PUBLISHED BY THE BRITISH BOOK AND JOURNAL TRADE ASSOCIATION.

GOVERNMENT SURPLUS SALES BY AUCTION

9-11 Sale to be held at The Lido Hall, Worthy Lane, Winchester. Auctioneers: Richard Austin, 1971 & Worthy Lane, 11, 13 High Street, Farnham, Surrey. (Tel: 02532 4211).
 Approx. 2000 tons of plant & equipment: two building equipment, clothing, furniture, furniture, etc. Also large quantity of empty truck casks, including small casks, kildrums, ball hose heads and barrels.
 19 Nov. Sale to be held at British Car Auction Centre, Newmarket, Newmarket. Auctioneers: Sales Director, (Tel: 0438 8111) / Newmarket 2307.
 13 Items of Engineering Plant including, cranes, excavators, hoists, etc. These equipments are lying at Central Vehicle Depot, Abchurch Lane, London. They will be viewed between 09.30 and 12.30 on 10th, 11th and 12th Nov. Apply at Gate 5 for admission. Sale will take place at approximately 1.00 hours at BCA Centre, Newmarket, Suffolk.

BUSINESSES
 SWEET £9,000 P.A. PROFIT!
 Established sweet business, free cards, etc., in premier position in Newbury, Cornwall. Ultra modern shop, superbly fitted and staffed.
 T/O £45,000 + AND RISING FAST
 Fantastic regular trade (no deliveries) and seasonal business.
 Inclusive in price, luxuriously decorated freehold building ideal for owner or manager, 50 yards from shop.
 Price £40,000 + a.s.v.
 Availability of loan to suitable purchaser.
 Ring 01-994 1555, Day or evening.

RENDLELL & NORTHCOTE CREWKENNE SOMERSET
 S.W. 11. Three bedrooms, two bathrooms, central heating, gas, electricity, etc. £150,000.
RENDLELL & NORTHCOTE CREWKENNE SOMERSET
 S.W. 11. Three bedrooms, two bathrooms, central heating, gas, electricity, etc. £150,000.

HOTELS & LICENSED PREMISES

BOURNEMOUTH
 High class private hotel in Bournemouth. Excellent location, excellent service, excellent facilities. Available for sale or lease.

CONTRACTS & TENDERS

CITY OF BRADFORD SELECTIVE TENDERING
 The City Council are to receive tenders for the construction of a new building. The tender should be submitted to the City Engineer, City of Bradford, by 11.00 a.m. on 11th November 1971.

Handwritten signature and date: "John Doe 1/50"

SITUATIONS VACANT Continued from Page 22, Col. 10

FLORIDA AUTO BULBS... Our main business is to... We supply... in all areas... Our Miami office, Fleet Street, Florida, is in... in London, W.C.1.

REPRESENTATIVES... We are looking for... Sales representatives... in the South of England... and the Midlands... Salary commensurate with... experience.

SALESMAN (TEXTILES)... Danish textile manufacturer... looking for... Sales representatives... in London area... Salary commensurate with... experience.

TECHNICAL REPRESENTATIVE... WE ARE: A subsidiary of... The Registrar's Group... looking for... Technical representatives... in London area... Salary commensurate with... experience.

WOULD YOU... Work hard 55 hours a week... you could earn... £45,000 a year... in a... in London area... Salary commensurate with... experience.

SECRETARY £1,800... Secretary required for... a... in London area... Salary £1,800 per annum... commensurate with... experience.

CASH CLERK... The British Marketing... requires a... Cash clerk... in London area... Salary commensurate with... experience.

SECRETARIES... We have a number of... secretaries... available... in London area... Salary commensurate with... experience.

Work Study Engineer. This interesting and challenging position has occurred for a young man with at least two years work study experience. His responsibilities will include detailed studies in our engineering departments...

INTER-SELECTION EXPANDS... Inter-selection expands... in the... in London area... Salary commensurate with... experience.

REPRESENTATIVE... Experienced representative... in the... in London area... Salary commensurate with... experience.

REPRESENTATIVE... Experienced representative... in the... in London area... Salary commensurate with... experience.

REPRESENTATIVE... Experienced representative... in the... in London area... Salary commensurate with... experience.

PRINTING AND JOURNALISM... Are you a... printer... or... journalist... in London area... Salary commensurate with... experience.

SECRETARY... Experienced secretary... in the... in London area... Salary commensurate with... experience.

SECRETARY... Experienced secretary... in the... in London area... Salary commensurate with... experience.

SECRETARY... Experienced secretary... in the... in London area... Salary commensurate with... experience.

EPP Oxford Road, Reading RG3 1JD. R. P. Pike, Personnel & Training Officer, Sigmund Pulsometer Pumps Limited, Reading RG3 1JD.

LEADS, GALORE... Our... in... in London area... Salary commensurate with... experience.

REPRESENTATIVE... Experienced representative... in the... in London area... Salary commensurate with... experience.

REPRESENTATIVE... Experienced representative... in the... in London area... Salary commensurate with... experience.

REPRESENTATIVE... Experienced representative... in the... in London area... Salary commensurate with... experience.

ASSISTANT... Experienced assistant... in the... in London area... Salary commensurate with... experience.

SECRETARY... Experienced secretary... in the... in London area... Salary commensurate with... experience.

SECRETARY... Experienced secretary... in the... in London area... Salary commensurate with... experience.

SECRETARY... Experienced secretary... in the... in London area... Salary commensurate with... experience.

PROJECT LEADERS starting from £2,500. The £20m Wallcoverings Division of W.P.M., a member of Reed International, has recently reorganised the management structure of the division...

LEADS, GALORE... Our... in... in London area... Salary commensurate with... experience.

REPRESENTATIVE... Experienced representative... in the... in London area... Salary commensurate with... experience.

REPRESENTATIVE... Experienced representative... in the... in London area... Salary commensurate with... experience.

REPRESENTATIVE... Experienced representative... in the... in London area... Salary commensurate with... experience.

ASSISTANT... Experienced assistant... in the... in London area... Salary commensurate with... experience.

SECRETARY... Experienced secretary... in the... in London area... Salary commensurate with... experience.

SECRETARY... Experienced secretary... in the... in London area... Salary commensurate with... experience.

SECRETARY... Experienced secretary... in the... in London area... Salary commensurate with... experience.

FILMCAP Area Sales Manager - Southern England. Join a young, dynamic marketing team in an expanding, market oriented company manufacturing metallized film and electrolytic capacitors.

LEADS, GALORE... Our... in... in London area... Salary commensurate with... experience.

REPRESENTATIVE... Experienced representative... in the... in London area... Salary commensurate with... experience.

REPRESENTATIVE... Experienced representative... in the... in London area... Salary commensurate with... experience.

REPRESENTATIVE... Experienced representative... in the... in London area... Salary commensurate with... experience.

ASSISTANT... Experienced assistant... in the... in London area... Salary commensurate with... experience.

SECRETARY... Experienced secretary... in the... in London area... Salary commensurate with... experience.

SECRETARY... Experienced secretary... in the... in London area... Salary commensurate with... experience.

SECRETARY... Experienced secretary... in the... in London area... Salary commensurate with... experience.

RESIDENT COOK (female) required. Good... in... in London area... Salary commensurate with... experience.

LEADS, GALORE... Our... in... in London area... Salary commensurate with... experience.

REPRESENTATIVE... Experienced representative... in the... in London area... Salary commensurate with... experience.

REPRESENTATIVE... Experienced representative... in the... in London area... Salary commensurate with... experience.

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SECRETARY... Experienced secretary... in the... in London area... Salary commensurate with... experience.

SECRETARY... Experienced secretary... in the... in London area... Salary commensurate with... experience.

Occupational Pension Schemes. Expansion of work concerned with all aspects of the design and re-design of clients occupational pension schemes. Applications additional staff at all levels in our planning teams.

ENDOZA PUTS OUT PAISH TO STAKE KING'S CUP CLAIM

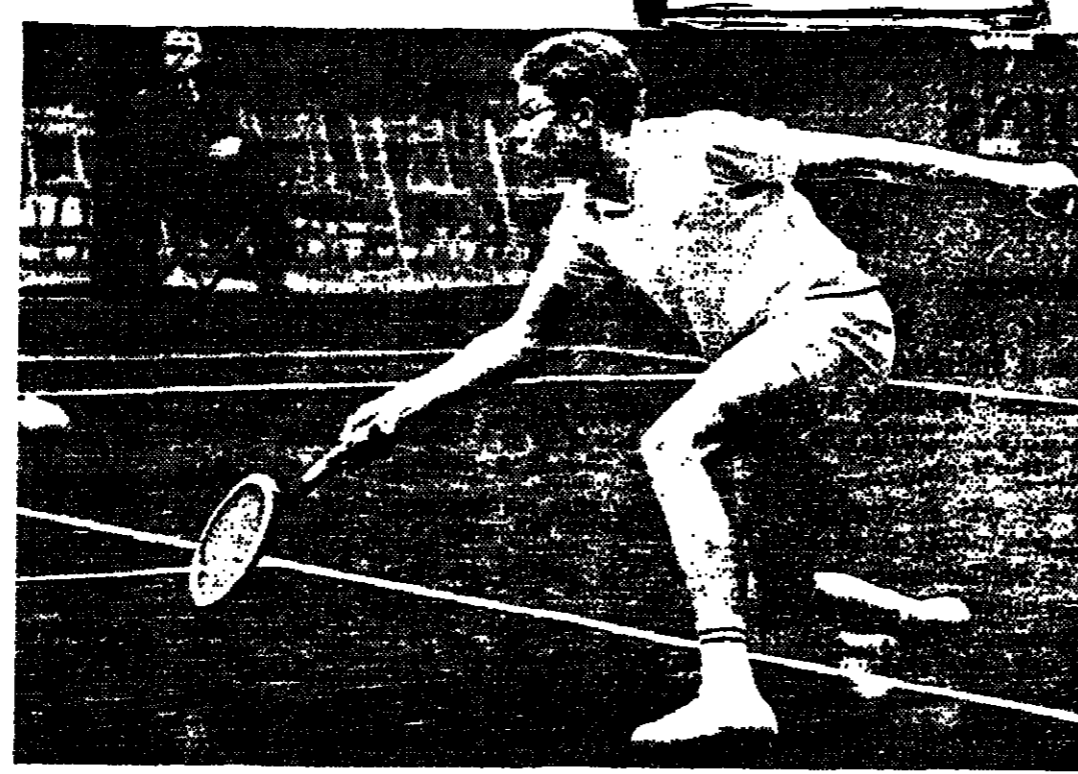
With a couple of defeats, the British King's Cup side fared less well in the Dewar lawn tennis tournament at the Afan Lido, ravon, yesterday, though losses suffered by Paish and Stanley Matthews had the consolation of a good win by Stephen boys.

Paish, one of the British singles men in Paris, had never spectacular defeat, for he went down to the younger Cambridge Blue de Mendoza.

It comes as any change for the King's Cup—the first time since 1958 that the British have been well in the running candidate.

Miss Coles' haul This she did when she allowed four games to Glavin Coles, a surprise in Britain in holding the British Ladies' Junior Wimbledon, junior grass and junior indoor singles titles in the same year.

Warboys' success boys beat the South African boys, a one time Wimbledon finalist, so all in all the boys can claim a good scalp collection.



John de Mendoza, who showed signs of fervent team ambition in his win against John Paish at Aberavon yesterday.

Aberavon results

MEN'S SINGLES—2nd Rd. J. de Mendoza bt J. G. Paish 6-3, 6-4, 6-2, 7-6. R. A. Warboys bt R. J. Moore (S. Africa) 6-3, 6-4. R. A. J. Frewitt (S. Africa) bt J. M. Lloyd 6-0, 6-3. J. Frewitt (China) bt J. G. Clifton 6-4, 7-6, 6-2.

Boxing ROSE PLANS COMEBACK

LIONEL ROSE, Australia's former world bantamweight champion, who retired from boxing last July, wants to return to the ring, reports Reuter from Melbourne.

Golf SANDWELL'S SWEEP

Sandwell Park teams took all the prizes in the Staffs and Cheshire PGA four ball and six ball events on their own course yesterday.

Australian Golf Player and Nicklaus agree '270 to win'

GARY PLAYER could be poised to turn the tables on Jack Nicklaus when they clash in the £11,570 Dunlop International tournament which starts at the par-72 Manly course at Sydney today.

Nicklaus says "It's not as easy as you think because there are a lot of little subtleties like bushes and creeks which can create a difficult situation."

1968 Triumph

Player was striking the ball beautifully on a course where he beat Peter Townsend in a sudden-death playoff to win the Willis tournament in 1968.

Abnormal run

The lack of rain in this Sydney seaside resort has caused the dry fairways to have an abnormal amount of run and consequently the scoring should be low.

TOUGHER MILK RACE ROUTE

By DAVID SAUNDERS THE 15th Tour of Britain Milk Race, which starts in Brighton on May 25 next year, will cover 1,100 miles of racing in its 13 days before finishing in Blackpool on June 10, and visits three towns new to the race.

'Hot spot' sprints

Included in the itinerary are a team time trial and individual mountain climb, the latter taking place at Oliver's Mount, Scarborough.

Table Tennis BARNES NAMED AS RESERVE

By GEOFFREY HARROWER England have selected the same team that lost in the European League last week to West Germany for their next League match, against Sweden in South Sweden on Nov. 24.

ETON FIVES

Old Etonians, Cambridge Univ. and Oxford Univ. are to play fives on Nov. 12.

Sobers determined to make World XI tour a success

By RAY ROBINSON in Melbourne GARY SOBERS is taking the Worrell-Benaud style of Australia, which starts tomorrow with a match against Victoria in Melbourne.

The party

Recalling the world-wide excitement Worrell and Benaud created 11 years ago, Sobers said last night that he hoped whoever captained Australia would have a similar approach and not fall into tactics that killed public interest.

Veterans critique

Many veterans of Anglo-Australian Tests tend to discount the world cricket, claiming the testis will lack the edge that has added tension to Tests between national sides, but I believe this view is wrong.

As Snow has already been engaged at nearly £500 for television comments next weekend and for the Melbourne and Sydney tests I cannot imagine the post-bowler seeing rhyme or reason in sacrificing part of this to play in the Melbourne test at all.

Money talks, and is clearly understood by this multi-lingual multi-racial team from six continents.

TODAY'S TELEVISION

- 5.30-7.00, O'Fat White Man (BBC-1, 8.30 p.m.), a quotation from a wry poem of Frances Cornford. In this case the fat white woman whom nobody loves is Mrs Digby-Hunter, wife of the autocratic headmaster of a cramming establishment designed to obtain public school places for the backward sons of the rich.

SEAN DAY-LEWIS'S CHOICE

The gifted Irish novelist and dramatist William Trevor contributes the latest "Play for Today" this evening and calls it O'Fat White Woman (BBC-1, 8.30 p.m.), a quotation from a wry poem of Frances Cornford.

Theatres, Cinemas, Art Galleries

Advertisement for Theatres, Cinemas, and Art Galleries. It lists various venues such as the Royal Opera House, the National Theatre, and several art galleries, along with their respective programs and showtimes.

